

Nortel Networks

Contivity Extranet Switches Lead the Market

A brief history of the preferred IP VPN solution for enterprises and service providers

IP virtual private networks (IP VPNs) connect customers, suppliers, branch offices, and remote employees by extending the benefits of private networking across shared managed IP networks or the Internet.

For enterprises, IP VPNs represent a way to trim \$1,000 per user per year from the price of providing remote access. For service providers, IP VPNs represent a \$5 billion market¹ with double the profit margins of other Internet services.

So it's no surprise that 9 enterprises out of 10 say they'll migrate to an outsourced VPN by 2003.²—and that service providers look to VPNs as a key way to build customer loyalty.

VPNs are a key focus of the Nortel Networks Unified Networks vision, and the Contivity Extranet Switch family is at the heart of our solution for customer-premises IP VPNs. The integrated product family includes:

- **Contivity 1510, 1520, and 1530** for up to 100 users
- **Contivity 2600** for up to 1000 users
- **Contivity 4500** for up to 5000 users

Each compact package is an all-in-one-box solution for building high-performance, scalable, secure IP VPNs. A single hardware device provides routing, firewall, bandwidth management, encryption, authentication, and data integrity for secure tunneling across managed IP networks and the Internet.

With the Contivity Extranet Switch, service providers can deploy IP VPN easily and offer high-margin services, such as intranet, extranet, and remote access VPN services, immediately. Enterprises see immediate return on investment while providing secure remote access for partners and employees

Since its introduction in 1997, the Contivity Extranet Switch family has gained satisfied users and critical acclaim. It's the global market leader, according to IDC... named "Best of Show" at Internet World... granted the "Well Connected" award at Network World + Interop.

Your ally in IP VPN services

In addition to leading-edge technology, we provide marketing, operations, and training support to help service providers and enterprises launch and expand their IP VPN services.

In the last year alone, Sprint, AT&T Genuity, UUnet, and others have announced using Contivity Extranet Switches to offer their VPN services.

Take a look at the history summary on the next page and you'll see that we aren't resting on our laurels.

The momentum just keeps building. We're constantly enhancing the Contivity Extranet Switch to meet the evolving enterprise and service provider requirements. For example, this year, we'll be offering enhanced, centralized managed services for IP VPNs. Stay tuned!

Find out about other products and services

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¹ Infonetics Research, Inc., 2000

² Cahners-InStat

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Contivity Extranet Switch history at a glance

Date	Event	Milestone
December 1997	Debut	New Oak Communications announces release of NOC 4000 Extranet Switch
December 1997	Award	NOC 4000 receives "Best of Show" Award at Fall Internet World
January 1998	Acquisition	Bay Networks acquires New Oak Communications, obtains NOC 2000 and NOC 4000 products
March 1998	Renaming	Bay Networks renames NOC 2000 and 4000 to Bay Networks Extranet Switch 2000 and 4000
March 1998	Award	Bay Networks Extranet Switch 4000 received "Internet World Industry Award for Outstanding Infrastructure Hardware Product" at Spring Internet World
May 1998	Award	Bay Networks Extranet Switch 4000 receives Network Computing's "Well-Connected" Award
May 1998	New Product	Bay Networks introduces Extranet Switch 1000 for sites with up to 50 simultaneous remote users
May 1998	Branding	Extranet switch product family re-branded as Contivity Extranet Switch 1000, 2000, and 4000
May 1998	Award	Bay Networks' Remote Access VPN proposal based on Contivity Extranet Switch 4000 awarded "Top Bid" in <i>Network Computing's</i> Request for Proposal: VPN - Across Multiple Sites
October 1998	Upgrade	Contivity Extranet Switch Software Version 2.0 released with enhanced security and performance
January 1999	Upgrade	Entrust PKI software tools implemented in Contivity Extranet Switches, making Contivity Extranet Switch one of the most secure VPN offerings on the market
February 1999	Validation	Contivity Extranet Switch recognized for superior performance in independent Tolly Group testing
March 1999	Leadership	Contivity Extranet Switch named 1998 worldwide market share leader for standalone VPN products in IDC's "Standalone Virtual Private Network Products: Market Forecast, 1998-2000" report
March 1999	Sales	GTE Internetworking (Genuity) and Nortel Networks announces expansion of GTE's industry-leading VPN service, VPN Advantage, using Contivity Extranet Switch
April 1999	Award	Contivity Extranet Switch 4000 wins Network Computing's "Well-Connected" Award
May 1999	Sales	NBTel announces using Contivity Extranet Switch in its IP VPN service
June 1999	Upgrade	New Contivity 1500, 2500, and 4500 models introduced with enhanced software and double the performance for the same price as the previous platforms
July 1999	Sales	Bell Nexxia announces using Contivity Extranet Switch for its Nexxia.IP VPN™ service
September 1999	Sales	Sprint selects Contivity Extranet Switch for secure data services
November 1999	Validation	Contivity Extranet Switch shown as 1999 YTD market share leader for VPN Gateways in Synergy Research Group's "Internet Access and Infrastructure Equipment Market Shares" report
February 2000	Sales	AT&T and Nortel Networks roadshow rolls out AT&T's Managed Network VPN using Contivity
March 2000	Upgrade	Hardware-based encryption accelerator introduced for Contivity 2500 and 4500 platforms New Contivity Extranet Switch 1520 and 1530 platforms announced with integrated WAN support
March 2000	Upgrade	Nortel Networks announces availability of Contivity client for Microsoft Windows 2000 operating system and announces support of Microsoft Windows 2000 native L2TP/IPSec client
May 2000	Certification	Contivity Extranet Switch gains US Federal Information Processing Standard-1 (FIPS) Level 2 encryption certification, clearing the way for sales to US Federal government
May 2000	Sales	Global One announces availability of their worldwide Global Managed Internet VPN service, using Contivity Extranet Switch
May 2000	Sales	Splitrock announces availability of their customer-site VPN security service, using Contivity

For more information, please contact your local Nortel Networks representative.

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